

Lafayette IN

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 1

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
NPV-Based on var from No LIL to With LIL case					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
[92] Terminal Value					
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					

Parkersburg WV

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 3

Year 2	Year 3	Year 4	Year 5	Year 6
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DIRECTV Does Not Provide Satellite Local-Into-Local Service

Customer Profile

[1]	TV HH	66,107	66,768	67,436	68,110	68,791
[2]	Beginning Customers	—	—	—	—	—
[3]	Gross Adds	—	—	—	—	—
[4]	Disconnects	—	—	—	—	—
[5]	Ending Customers	—	—	—	—	—
[6]	Average Customers (2 pt avg)	—	—	—	—	—
[7]	Ending DIRECTV Market Share	—	—	—	—	—
[8]	Disconnect Rate	—	—	—	—	—
[9]	Average Gross Adds per Month	—	—	—	—	—
[10]	Gross Add Rate	—	—	—	—	—

Profit & Loss (\$k) - No LIL

Revenue:

[11]	Base Package Revenue	—	—	—	—	—
[12]	LIL Revenue	—	—	—	—	—
[13]	Total Revenue	—	—	—	—	—

Expenses:

[14]	Programming Costs	—	—	—	—	—
[15]	Bad Debt	—	—	—	—	—
[16]	Customer related	—	—	—	—	—
[17]	Total Direct costs	—	—	—	—	—
[18]	Total Direct Margin	—	—	—	—	—
[19]	Total Direct Margin %	—	—	—	—	—
[20]	SAC Costs - No LIL	—	—	—	—	—
[21]	Total Expenses:	—	—	—	—	—
[22]	Cash Based OPBDA	—	—	—	—	—
[23]	Cash Based OPBDA %	—	—	—	—	—

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Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 3

Year 2	Year 3	Year 4	Year 5	Year 6
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DIRECTV Provides Satellite Local-Into-Local Service

Customer Profile

[24]	TV HH	66,107	66,768	67,436	68,110	68,791
[25]	Beginning Customers	████	████	████	████	████
[26]	Gross Adds	████	████	████	████	████
[27]	Disconnects	████	████	████	████	████
[28]	Ending Customers	████	████	████	████	████
[29]	Average Customers (2 pt avg)	████	████	████	████	████
[30]	Ending Penetration	████	████	████	████	████
[31]	Disconnect Rate	████	████	████	████	████
[32]	Average Gross Adds per Month	████	████	████	████	████
[33]	Gross Add Rate	████	████	████	████	████

LIL Customers

LIL Lift (upgrades) from No LIL

[34]	Total Customers + Lift	████	████	████	████	████
[35]	LIL Beginning Customers	.	████	████	████	████
[36]	LIL Gross Adds	████	████	.	.	.
[37]	LIL Disconnects	████	████	████	████	████
[38]	Ending Customers	████	████	████	████	████
[39]	Average Customers (2 pt avg)	████	████	████	████	████
[40]	LIL Penetration	████	████	████	████	████
[41]	Disconnect Rate	████	████	████	████	████

LIL Sell-in New Customers No LIL

[42]	Total Customers + Lift	████	████	████	████	████
[43]	LIL Beginning Customers	.	████	████	████	████
[44]	LIL Gross Adds	████	████	████	████	████
[45]	LIL Disconnects	████	████	████	████	████
[46]	Ending Customers	████	████	████	████	████
[47]	Average Customers (2 pt avg)	████	████	████	████	████
[48]	LIL Penetration	████	████	████	████	████
[49]	Disconnect Rate	████	████	████	████	████

LIL Sell-in New Customers Lift from No LIL

[50]	Total Customers + Lift	████	████	████	████	████
[51]	LIL Beginning Customers	.	████	████	████	████
[52]	LIL Gross Adds	████	████	████	████	████
[53]	LIL Disconnects	████	████	████	████	████
[54]	Ending Customers	████	████	████	████	████
[55]	Average Customers (2 pt avg)	████	████	████	████	████
[56]	LIL Penetration	████	████	████	████	████
[57]	Disconnect Rate	████	████	████	████	████

Total LIL Customers

[58]	Total Customers + Lift	████	████	████	████	████
[59]	LIL Beginning Customers	.	████	████	████	████
[60]	LIL Gross Adds	████	████	████	████	████
[61]	LIL Disconnects	████	████	████	████	████
[62]	Ending Customers	████	████	████	████	████
[63]	Average Customers (2 pt avg)	████	████	████	████	████
[64]	LIL Penetration	████	████	████	████	████
[65]	Disconnect Rate	████	████	████	████	████

Parkersburg WV

Appendix N

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EchoStar does not and will not provide local-into-local

Number of LIL Channels 3

Profit & Loss (\$k) - With LIL

Revenue:

[66] Package Revenue

LIL Revenue:

[67] Existing Cutomers Upgrade

[68] Baseline Gross Adds Sell-in

[69] Additional to Baseline Gross Adds

[70] Total LIL Revenue

[71] Total Revenue

Expenses:

[72] Programming Costs

[73] Bad Debt

[74] Customer related

[75] Total Direct costs

[76] Total Direct Margin

[77] Total Direct Margin %

SAC Costs with LIL:

[78] Standard SAC From No LIL scenario

[79] Incremental SAC with LIL

[80] Total SAC Costs

[81] Backhaul Expenses

[82] Box replacement costs

[83] Total Expenses:

[84] Cash Based OPBDA

[85] Cash Based OPBDA %

	Year 2	Year 3	Year 4	Year 5	Year 6
[66] Package Revenue	████	████	████	████	████
[67] Existing Cutomers Upgrade	██	██	██	██	██
[68] Baseline Gross Adds Sell-in	██	██	██	██	██
[69] Additional to Baseline Gross Adds	██	██	██	██	██
[70] Total LIL Revenue	██	██	██	██	██
[71] Total Revenue	████	████	████	████	████
[72] Programming Costs	████	████	████	████	████
[73] Bad Debt	██	██	██	██	██
[74] Customer related	██	██	██	██	██
[75] Total Direct costs	████	████	████	████	████
[76] Total Direct Margin	████	████	████	████	████
[77] Total Direct Margin %	████	████	████	████	████
[78] Standard SAC From No LIL scenario	████	████	████	████	████
[79] Incremental SAC with LIL	██	██	██	██	██
[80] Total SAC Costs	████	████	████	████	████
[81] Backhaul Expenses	██	██	██	██	██
[82] Box replacement costs	██	██	██	██	██
[83] Total Expenses:	████	████	████	████	████
[84] Cash Based OPBDA	████	████	████	████	████
[85] Cash Based OPBDA %	████	████	████	████	████

Parkersburg WV

Appendix N

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EchoStar does not and will not provide local-into-local

Number of LIL Channels 3

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
NPV-Based on var from No LIL to With LIL case					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
[92] Terminal Value					
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					

Great Falls MT

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 8

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Does Not Provide Satellite Local-Into-Local Service					
Customer Profile					
[1] TV HH	65,795	66,453	67,117	67,789	68,467
[2] Beginning Customers	_____	_____	_____	_____	_____
[3] Gross Adds	_____	_____	_____	_____	_____
[4] Disconnects	_____	_____	_____	_____	_____
[5] Ending Customers	_____	_____	_____	_____	_____
[6] Average Customers (2 pt avg)	_____	_____	_____	_____	_____
[7] Ending DIRECTV Market Share	_____	_____	_____	_____	_____
[8] Disconnect Rate	_____	_____	_____	_____	_____
[9] Average Gross Adds per Month	_____	_____	_____	_____	_____
[10] Gross Add Rate	_____	_____	_____	_____	_____
Profit & Loss (\$k) - No LIL					
Revenue:					
[11] Base Package Revenue	_____	_____	_____	_____	_____
[12] LIL Revenue	_____	_____	_____	_____	_____
[13] Total Revenue	_____	_____	_____	_____	_____
Expenses:					
[14] Programming Costs	_____	_____	_____	_____	_____
[15] Bad Debt	_____	_____	_____	_____	_____
[16] Customer related	_____	_____	_____	_____	_____
[17] Total Direct costs	_____	_____	_____	_____	_____
[18] Total Direct Margin	_____	_____	_____	_____	_____
[19] Total Direct Margin %	_____	_____	_____	_____	_____
[20] SAC Costs - No LIL	_____	_____	_____	_____	_____
[21] Total Expenses:	_____	_____	_____	_____	_____
[22] Cash Based OPBDA	_____	_____	_____	_____	_____
[23] Cash Based OPBDA %	_____	_____	_____	_____	_____

Great Falls MT

Appendix N

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EchoStar provides local-into-local

Number of LIL Channels 8

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Provides Satellite Local-Into-Local Service					
Customer Profile					
[24] TV HH	65,795	66,453	67,117	67,789	68,467
[25] Beginning Customers	████	████	████	████	████
[26] Gross Adds	████	████	████	████	████
[27] Disconnects	████	████	████	████	████
[28] Ending Customers	████	████	████	████	████
[29] Average Customers (2 pt avg)	████	████	████	████	████
[30] Ending Penetration	████	████	████	████	████
[31] Disconnect Rate	████	████	████	████	████
[32] Average Gross Adds per Month	████	████	████	████	████
[33] Gross Add Rate	████	████	████	████	████
LIL Customers					
LIL Lift (upgrades) from No LIL					
[34] Total Customers + Lift	████	████	████	████	████
[35] LIL Beginning Customers	.	████	████	████	████
[36] LIL Gross Adds	████	████	.	.	.
[37] LIL Disconnects	████	████	████	████	████
[38] Ending Customers	████	████	████	████	████
[39] Average Customers (2 pt avg)	████	████	████	████	████
[40] LIL Penetration	████	████	████	████	████
[41] Disconnect Rate	████	████	████	████	████
LIL Sell-in New Customers No LIL					
[42] Total Customers + Lift	████	████	████	████	████
[43] LIL Beginning Customers	.	████	████	████	████
[44] LIL Gross Adds	████	████	████	████	████
[45] LIL Disconnects	████	████	████	████	████
[46] Ending Customers	████	████	████	████	████
[47] Average Customers (2 pt avg)	████	████	████	████	████
[48] LIL Penetration	████	████	████	████	████
[49] Disconnect Rate	████	████	████	████	████
LIL Sell-in New Customers Lift from No LIL					
[50] Total Customers + Lift	████	████	████	████	████
[51] LIL Beginning Customers	.	████	████	████	████
[52] LIL Gross Adds	████	████	████	████	████
[53] LIL Disconnects	████	████	████	████	████
[54] Ending Customers	████	████	████	████	████
[55] Average Customers (2 pt avg)	████	████	████	████	████
[56] LIL Penetration	████	████	████	████	████
[57] Disconnect Rate	████	████	████	████	████
Total LIL Customers					
[58] Total Customers + Lift	████	████	████	████	████
[59] LIL Beginning Customers	.	████	████	████	████
[60] LIL Gross Adds	████	████	████	████	████
[61] LIL Disconnects	████	████	████	████	████
[62] Ending Customers	████	████	████	████	████
[63] Average Customers (2 pt avg)	████	████	████	████	████
[64] LIL Penetration	████	████	████	████	████
[65] Disconnect Rate	████	████	████	████	████

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Appendix N

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EchoStar provides local-into-local

Number of LIL Channels 8

Profit & Loss (\$k) - With LIL

Revenue:

[66] Package Revenue

LIL Revenue:

[67] Existing Cutomers Upgrade

[68] Baseline Gross Adds Sell-in

[69] Additional to Baseline Gross Adds

[70] Total LIL Revenue

[71] **Total Revenue**

Expenses:

[72] Programming Costs

[73] Bad Debt

[74] Customer related

[75] Total Direct costs

[76] Total Direct Margin

[77] Total Direct Margin %

SAC Costs with LIL:

[78] Standard SAC From No LIL scenario

[79] Incremental SAC with LIL

[80] Total SAC Costs

[81] **Backhaul Expenses**

[82] **Box replacement costs**

[83] **Total Expenses:**

[84] **Cash Based OPBDA**

[85] **Cash Based OPBDA %**

	Year 2	Year 3	Year 4	Year 5	Year 6
[66] Package Revenue					
[67] Existing Cutomers Upgrade					
[68] Baseline Gross Adds Sell-in					
[69] Additional to Baseline Gross Adds					
[70] Total LIL Revenue					
[71] Total Revenue					
[72] Programming Costs					
[73] Bad Debt					
[74] Customer related					
[75] Total Direct costs					
[76] Total Direct Margin					
[77] Total Direct Margin %					
[78] Standard SAC From No LIL scenario					
[79] Incremental SAC with LIL					
[80] Total SAC Costs					
[81] Backhaul Expenses					
[82] Box replacement costs					
[83] Total Expenses:					
[84] Cash Based OPBDA					
[85] Cash Based OPBDA %					

Great Falls MT

Appendix N

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EchoStar provides local-into-local

Number of LIL Channels 8

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
NPV-Based on var from No LIL to With LIL case					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
[92] Terminal Value					
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					

Twin Falls ID

Appendix N

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EchoStar provides local-into-local

Number of LIL Channels 11

Year 2	Year 3	Year 4	Year 5	Year 6
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DIRECTV Does Not Provide Satellite Local-Into-Local Service

Customer Profile

[1]	TV HH	61,898	62,517	63,142	63,774	64,411
[2]	Beginning Customers	█	█	█	█	█
[3]	Gross Adds	█	█	█	█	█
[4]	Disconnects	█	█	█	█	█
[5]	Ending Customers	█	█	█	█	█
[6]	Average Customers (2 pt avg)	█	█	█	█	█
[7]	Ending DIRECTV Market Share	█	█	█	█	█
[8]	Disconnect Rate	█	█	█	█	█
[9]	Average Gross Adds per Month	█	█	█	█	█
[10]	Gross Add Rate	█	█	█	█	█

Profit & Loss (\$k) - No LIL

Revenue:

[11]	Base Package Revenue	█	█	█	█	█
[12]	LIL Revenue	█	█	█	█	█
[13]	Total Revenue	█	█	█	█	█

Expenses:

[14]	Programming Costs	█	█	█	█	█
[15]	Bad Debt	█	█	█	█	█
[16]	Customer related	█	█	█	█	█
[17]	Total Direct costs	█	█	█	█	█
[18]	Total Direct Margin	█	█	█	█	█
[19]	Total Direct Margin %	█	█	█	█	█
[20]	SAC Costs - No LIL	█	█	█	█	█
[21]	Total Expenses:	█	█	█	█	█

[22]	Cash Based OPBDA	█	█	█	█	█
[23]	Cash Based OPBDA %	█	█	█	█	█

Twin Falls ID

Appendix N

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EchoStar provides local-into-local

Number of LIL Channels 11

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Provides Satellite Local-Into-Local Service					
Customer Profile					
[24] TV HH	61,898	62,517	63,142	63,774	64,411
[25] Beginning Customers	████	████	████	████	████
[26] Gross Adds	████	████	████	████	████
[27] Disconnects	██	██	██	██	██
[28] Ending Customers	████	████	████	████	████
[29] Average Customers (2 pt avg)	████	████	████	████	████
[30] Ending Penetration	████	████	████	████	████
[31] Disconnect Rate	██	██	██	██	██
[32] Average Gross Adds per Month	██	██	██	██	██
[33] Gross Add Rate	██	██	██	██	██
LIL Customers					
LIL Lift (upgrades) from No LIL					
[34] Total Customers + Lift	████	████	████	████	████
[35] LIL Beginning Customers	.	████	████	████	████
[36] LIL Gross Adds	████	████	.	.	.
[37] LIL Disconnects	██	██	██	██	██
[38] Ending Customers	████	████	████	████	████
[39] Average Customers (2 pt avg)	██	████	████	████	████
[40] LIL Penetration	████	████	████	████	████
[41] Disconnect Rate	██	██	██	██	██
LIL Sell-in New Customers No LIL					
[42] Total Customers + Lift	████	████	████	████	████
[43] LIL Beginning Customers	.	████	████	████	████
[44] LIL Gross Adds	██	████	████	████	████
[45] LIL Disconnects	██	██	██	██	██
[46] Ending Customers	████	████	████	████	████
[47] Average Customers (2 pt avg)	██	████	████	████	████
[48] LIL Penetration	████	████	████	████	████
[49] Disconnect Rate	██	██	██	██	██
LIL Sell-in New Customers Lift from No LIL					
[50] Total Customers + Lift	████	████	████	████	████
[51] LIL Beginning Customers	.	████	████	████	████
[52] LIL Gross Adds	██	████	████	████	████
[53] LIL Disconnects	██	██	██	██	██
[54] Ending Customers	████	████	████	████	████
[55] Average Customers (2 pt avg)	██	████	████	████	████
[56] LIL Penetration	████	████	████	████	████
[57] Disconnect Rate	██	██	██	██	██
Total LIL Customers					
[58] Total Customers + Lift	████	████	████	████	████
[59] LIL Beginning Customers	.	████	████	████	████
[60] LIL Gross Adds	████	████	████	████	████
[61] LIL Disconnects	██	██	██	██	██
[62] Ending Customers	████	████	████	████	████
[63] Average Customers (2 pt avg)	██	████	████	████	████
[64] LIL Penetration	████	████	████	████	████
[65] Disconnect Rate	██	██	██	██	██

Twin Falls ID

Appendix N

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EchoStar provides local-into-local

Number of LIL Channels 11

Profit & Loss (\$k) - With LIL		Year 2	Year 3	Year 4	Year 5	Year 6
Revenue:						
[66]	Package Revenue	████	████	████	████	████
LIL Revenue:						
[67]	Existing Cutomers Upgrade	██	██	██	██	██
[68]	Baseline Gross Adds Sell-in	██	██	██	██	██
[69]	Additional to Baseline Gross Adds	██	██	██	██	██
[70]	Total LIL Revenue	██	██	██	██	██
[71]	Total Revenue	████	████	████	████	████
Expenses:						
[72]	Programming Costs	████	████	████	████	████
[73]	Bad Debt	██	██	██	██	██
[74]	Customer related	██	██	██	██	██
[75]	Total Direct costs	████	████	████	████	████
[76]	Total Direct Margin	████	████	████	████	████
[77]	Total Direct Margin %	████	████	████	████	████
SAC Costs with LIL:						
[78]	Standard SAC From No LIL scenario	██	██	██	██	██
[79]	Incremental SAC with LIL	██	██	██	██	██
[80]	Total SAC Costs	████	████	████	████	████
[81]	Backhaul Expenses	██	██	██	██	██
[82]	Box replacement costs	██	██	██	██	██
[83]	Total Expenses:	████	████	████	████	████
[84]	Cash Based OPBDA	██	██	██	██	██
[85]	Cash Based OPBDA %	██	██	██	██	██

Twin Falls ID

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EchoStar provides local-into-local

Number of LIL Channels 11

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
NPV-Based on var from No LIL to With LIL case					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
[92] Terminal Value					
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					

EchoStar does not and will not provide local-into-local

Number of LIL Channels 7

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Does Not Provide Satellite Local-Into-Local Service					
Customer Profile					
[1] TV HH	62,922	63,551	64,187	64,829	65,477
[2] Beginning Customers	—	—	—	—	—
[3] Gross Adds	—	—	—	—	—
[4] Disconnects	—	—	—	—	—
[5] Ending Customers	—	—	—	—	—
[6] Average Customers (2 pt avg)	—	—	—	—	—
[7] Ending DIRECTV Market Share	—	—	—	—	—
[8] Disconnect Rate	—	—	—	—	—
[9] Average Gross Adds per Month	—	—	—	—	—
[10] Gross Add Rate	—	—	—	—	—
Profit & Loss (\$k) - No LIL					
Revenue:					
[11] Base Package Revenue	—	—	—	—	—
[12] LIL Revenue	—	—	—	—	—
[13] Total Revenue	—	—	—	—	—
Expenses:					
[14] Programming Costs	—	—	—	—	—
[15] Bad Debt	—	—	—	—	—
[16] Customer related	—	—	—	—	—
[17] Total Direct costs	—	—	—	—	—
[18] Total Direct Margin	—	—	—	—	—
[19] Total Direct Margin %	—	—	—	—	—
[20] SAC Costs - No LIL	—	—	—	—	—
[21] Total Expenses:	—	—	—	—	—
[22] Cash Based OPBDA	—	—	—	—	—
[23] Cash Based OPBDA %	—	—	—	—	—

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Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 7

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Provides Satellite Local-Into-Local Service					
Customer Profile					
[24] TV HH	62,922	63,551	64,187	64,829	65,477
[25] Beginning Customers	████	████	████	████	████
[26] Gross Adds	████	████	████	████	████
[27] Disconnects	████	████	████	████	████
[28] Ending Customers	████	████	████	████	████
[29] Average Customers (2 pt avg)	████	████	████	████	████
[30] Ending Penetration	████	████	████	████	████
[31] Disconnect Rate	████	████	████	████	████
[32] Average Gross Adds per Month	████	████	████	████	████
[33] Gross Add Rate	████	████	████	████	████
LIL Customers					
LIL Lift (upgrades) from No LIL					
[34] Total Customers + Lift	████	████	████	████	████
[35] LIL Beginning Customers	.	████	████	████	████
[36] LIL Gross Adds	████	████	.	.	.
[37] LIL Disconnects	████	████	████	████	████
[38] Ending Customers	████	████	████	████	████
[39] Average Customers (2 pt avg)	████	████	████	████	████
[40] LIL Penetration	████	████	████	████	████
[41] Disconnect Rate	████	████	████	████	████
LIL Sell-in New Customers No LIL					
[42] Total Customers + Lift	████	████	████	████	████
[43] LIL Beginning Customers	.	████	████	████	████
[44] LIL Gross Adds	████	████	████	████	████
[45] LIL Disconnects	████	████	████	████	████
[46] Ending Customers	████	████	████	████	████
[47] Average Customers (2 pt avg)	████	████	████	████	████
[48] LIL Penetration	████	████	████	████	████
[49] Disconnect Rate	████	████	████	████	████
LIL Sell-in New Customers Lift from No LIL					
[50] Total Customers + Lift	████	████	████	████	████
[51] LIL Beginning Customers	.	████	████	████	████
[52] LIL Gross Adds	████	████	████	████	████
[53] LIL Disconnects	████	████	████	████	████
[54] Ending Customers	████	████	████	████	████
[55] Average Customers (2 pt avg)	████	████	████	████	████
[56] LIL Penetration	████	████	████	████	████
[57] Disconnect Rate	████	████	████	████	████
Total LIL Customers					
[58] Total Customers + Lift	████	████	████	████	████
[59] LIL Beginning Customers	.	████	████	████	████
[60] LIL Gross Adds	████	████	████	████	████
[61] LIL Disconnects	████	████	████	████	████
[62] Ending Customers	████	████	████	████	████
[63] Average Customers (2 pt avg)	████	████	████	████	████
[64] LIL Penetration	████	████	████	████	████
[65] Disconnect Rate	████	████	████	████	████

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EchoStar does not and will not provide local-into-local

Number of LIL Channels 7

		Year 2	Year 3	Year 4	Year 5	Year 6
Profit & Loss (\$k) - With LIL						
Revenue:						
[66]	Package Revenue					
LIL Revenue:						
[67]	Existing Customers Upgrade					
[68]	Baseline Gross Adds Sell-in					
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue					
Expenses:						
[72]	Programming Costs					
[73]	Bad Debt					
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					
SAC Costs with LIL:						
[78]	Standard SAC From No LIL scenario					
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses					
[82]	Box replacement costs					
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

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Appendix N

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EchoStar does not and will not provide local-into-local

Number of LIL Channels 7

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
NPV-Based on var from No LIL to With LIL case					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
[92] Terminal Value					
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					

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Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 5

Year 2	Year 3	Year 4	Year 5	Year 6
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DIRECTV Does Not Provide Satellite Local-Into-Local Service

Customer Profile

[1]	TV HH	56,016	56,576	57,142	57,713	58,290
[2]	Beginning Customers	—	—	—	—	—
[3]	Gross Adds	—	—	—	—	—
[4]	Disconnects	—	—	—	—	—
[5]	Ending Customers	—	—	—	—	—
[6]	Average Customers (2 pt avg)	—	—	—	—	—
[7]	Ending DIRECTV Market Share	—	—	—	—	—
[8]	Disconnect Rate	—	—	—	—	—
[9]	Average Gross Adds per Month	—	—	—	—	—
[10]	Gross Add Rate	—	—	—	—	—

Profit & Loss (\$k) - No LIL

Revenue:

[11]	Base Package Revenue	—	—	—	—	—
[12]	LIL Revenue	—	—	—	—	—
[13]	Total Revenue	—	—	—	—	—

Expenses:

[14]	Programming Costs	—	—	—	—	—
[15]	Bad Debt	—	—	—	—	—
[16]	Customer related	—	—	—	—	—
[17]	Total Direct costs	—	—	—	—	—
[18]	Total Direct Margin	—	—	—	—	—
[19]	Total Direct Margin %	—	—	—	—	—
[20]	SAC Costs - No LIL	—	—	—	—	—
[21]	Total Expenses:	—	—	—	—	—

[22]	Cash Based OPBDA	—	—	—	—	—
[23]	Cash Based OPBDA %	—	—	—	—	—

Bend OR

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 5

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Provides Satellite Local-Into-Local Service					
Customer Profile					
[24] TV HH	56,016	56,576	57,142	57,713	58,290
[25] Beginning Customers	█	█	█	█	█
[26] Gross Adds	█	█	█	█	█
[27] Disconnects	█	█	█	█	█
[28] Ending Customers	█	█	█	█	█
[29] Average Customers (2 pt avg)	█	█	█	█	█
[30] Ending Penetration	█	█	█	█	█
[31] Disconnect Rate	█	█	█	█	█
[32] Average Gross Adds per Month	█	█	█	█	█
[33] Gross Add Rate	█	█	█	█	█
LIL Customers					
LIL Lift (upgrades) from No LIL					
[34] Total Customers + Lift	█	█	█	█	█
[35] LIL Beginning Customers	.	█	█	█	█
[36] LIL Gross Adds	█	█	.	.	.
[37] LIL Disconnects	█	█	█	█	█
[38] Ending Customers	█	█	█	█	█
[39] Average Customers (2 pt avg)	█	█	█	█	█
[40] LIL Penetration	█	█	█	█	█
[41] Disconnect Rate	█	█	█	█	█
LIL Sell-in New Customers No LIL					
[42] Total Customers + Lift	█	█	█	█	█
[43] LIL Beginning Customers	.	█	█	█	█
[44] LIL Gross Adds	█	█	█	█	█
[45] LIL Disconnects	█	█	█	█	█
[46] Ending Customers	█	█	█	█	█
[47] Average Customers (2 pt avg)	█	█	█	█	█
[48] LIL Penetration	█	█	█	█	█
[49] Disconnect Rate	█	█	█	█	█
LIL Sell-in New Customers Lift from No LIL					
[50] Total Customers + Lift	█	█	█	█	█
[51] LIL Beginning Customers	.	█	█	█	█
[52] LIL Gross Adds	█	█	█	█	█
[53] LIL Disconnects	█	█	█	█	█
[54] Ending Customers	█	█	█	█	█
[55] Average Customers (2 pt avg)	█	█	█	█	█
[56] LIL Penetration	█	█	█	█	█
[57] Disconnect Rate	█	█	█	█	█
Total LIL Customers					
[58] Total Customers + Lift	█	█	█	█	█
[59] LIL Beginning Customers	.	█	█	█	█
[60] LIL Gross Adds	█	█	█	█	█
[61] LIL Disconnects	█	█	█	█	█
[62] Ending Customers	█	█	█	█	█
[63] Average Customers (2 pt avg)	█	█	█	█	█
[64] LIL Penetration	█	█	█	█	█
[65] Disconnect Rate	█	█	█	█	█

Appendix N

REDACTED – FOR PUBLIC INSPECTION

Bend OR

EchoStar does not and will not provide local-into-local

Number of LIL Channels 5

		Year 2	Year 3	Year 4	Year 5	Year 6
Profit & Loss (\$k) - With LIL						
Revenue:						
[66]	Package Revenue	████	████	████	████	████
LIL Revenue:						
[67]	Existing Cutomers Upgrade	██	██	██	██	██
[68]	Baseline Gross Adds Sell-in	██	██	██	██	██
[69]	Additional to Baseline Gross Adds	██	██	██	██	██
[70]	Total LIL Revenue	██	██	██	██	██
[71]	Total Revenue	████	████	████	████	████
Expenses:						
[72]	Programming Costs	████	████	████	████	████
[73]	Bad Debt	██	██	██	██	██
[74]	Customer related	██	██	██	██	██
[75]	Total Direct costs	████	████	████	████	████
[76]	Total Direct Margin	████	████	████	████	████
[77]	Total Direct Margin %	██	██	██	██	██
SAC Costs with LIL:						
[78]	Standard SAC From No LIL scenario	████	████	████	████	████
[79]	Incremental SAC with LIL	██	██	██	██	██
[80]	Total SAC Costs	████	████	████	████	████
[81]	Backhaul Expenses	██	██	██	██	██
[82]	Box replacement costs	██	██	██	██	██
[83]	Total Expenses:	████	████	████	████	████
[84]	Cash Based OPBDA	████	████	████	████	████
[85]	Cash Based OPBDA %	██	██	██	██	██

Bend OR

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 5

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
NPV-Based on var from No LIL to With LIL case					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
[92] Terminal Value					
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					

EchoStar provides local-into-local

Number of LIL Channels

9

Year 2	Year 3	Year 4	Year 5	Year 6
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DIRECTV Does Not Provide Satellite Local-Into-Local Service**Customer Profile**

[1]	TV HH	54,497	55,042	55,592	56,148	56,710
[2]	Beginning Customers	—	—	—	—	—
[3]	Gross Adds	—	—	—	—	—
[4]	Disconnects	—	—	—	—	—
[5]	Ending Customers	—	—	—	—	—
[6]	Average Customers (2 pt avg)	—	—	—	—	—
[7]	Ending DIRECTV Market Share	—	—	—	—	—
[8]	Disconnect Rate	—	—	—	—	—
[9]	Average Gross Adds per Month	—	—	—	—	—
[10]	Gross Add Rate	—	—	—	—	—

Profit & Loss (\$k) - No LIL**Revenue:**

[11]	Base Package Revenue	—	—	—	—	—
[12]	LIL Revenue	—	—	—	—	—
[13]	Total Revenue	—	—	—	—	—

Expenses:

[14]	Programming Costs	—	—	—	—	—
[15]	Bad Debt	—	—	—	—	—
[16]	Customer related	—	—	—	—	—
[17]	Total Direct costs	—	—	—	—	—
[18]	Total Direct Margin	—	—	—	—	—
[19]	Total Direct Margin %	—	—	—	—	—
[20]	SAC Costs - No LIL	—	—	—	—	—
[21]	Total Expenses:	—	—	—	—	—
[22]	Cash Based OPBDA	—	—	—	—	—
[23]	Cash Based OPBDA %	—	—	—	—	—

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Provides Satellite Local-Into-Local Service					
Customer Profile					
[24] TV HH	54,497	55,042	55,592	56,148	56,710
[25] Beginning Customers	████	████	████	████	████
[26] Gross Adds	████	████	████	████	████
[27] Disconnects	████	████	████	████	████
[28] Ending Customers	████	████	████	████	████
[29] Average Customers (2 pt avg)	████	████	████	████	████
[30] Ending Penetration	████	████	████	████	████
[31] Disconnect Rate	████	████	████	████	████
[32] Average Gross Adds per Month	██	██	██	██	██
[33] Gross Add Rate	████	████	████	████	████
LIL Customers					
LIL Lift (upgrades) from No LIL					
[34] Total Customers + Lift	████	████	████	████	████
[35] LIL Beginning Customers	█	████	████	████	████
[36] LIL Gross Adds	████	████	█	█	█
[37] LIL Disconnects	████	████	████	████	████
[38] Ending Customers	████	████	████	████	████
[39] Average Customers (2 pt avg)	████	████	████	████	████
[40] LIL Penetration	████	████	████	████	████
[41] Disconnect Rate	████	████	████	████	████
LIL Sell-in New Customers No LIL					
[42] Total Customers + Lift	████	████	████	████	████
[43] LIL Beginning Customers	█	████	████	████	████
[44] LIL Gross Adds	████	████	████	████	████
[45] LIL Disconnects	████	████	████	████	████
[46] Ending Customers	████	████	████	████	████
[47] Average Customers (2 pt avg)	████	████	████	████	████
[48] LIL Penetration	████	████	████	████	████
[49] Disconnect Rate	████	████	████	████	████
LIL Sell-in New Customers Lift from No LIL					
[50] Total Customers + Lift	████	████	████	████	████
[51] LIL Beginning Customers	█	████	████	████	████
[52] LIL Gross Adds	████	████	████	████	████
[53] LIL Disconnects	████	████	████	████	████
[54] Ending Customers	████	████	████	████	████
[55] Average Customers (2 pt avg)	████	████	████	████	████
[56] LIL Penetration	████	████	████	████	████
[57] Disconnect Rate	████	████	████	████	████
Total LIL Customers					
[58] Total Customers + Lift	████	████	████	████	████
[59] LIL Beginning Customers	█	████	████	████	████
[60] LIL Gross Adds	████	████	████	████	████
[61] LIL Disconnects	████	████	████	████	████
[62] Ending Customers	████	████	████	████	████
[63] Average Customers (2 pt avg)	████	████	████	████	████
[64] LIL Penetration	████	████	████	████	████
[65] Disconnect Rate	████	████	████	████	████

Cheyenne WY-Scottsbluff NE

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 9

		Year 2	Year 3	Year 4	Year 5	Year 6
Profit & Loss (\$k) - With LIL						
Revenue:						
[66]	Package Revenue					
LIL Revenue:						
[67]	Existing Cutomers Upgrade					
[68]	Baseline Gross Adds Sell-in					
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue					
Expenses:						
[72]	Programming Costs					
[73]	Bad Debt					
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					
SAC Costs with LIL:						
[78]	Standard SAC From No LIL scenario					
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses					
[82]	Box replacement costs					
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

Cheyenne WY-Scottsbluff NE

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 9

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
NPV-Based on var from No LIL to With LIL case					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
[92] Terminal Value					
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					

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Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 7

Year 2	Year 3	Year 4	Year 5	Year 6
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DIRECTV Does Not Provide Satellite Local-Into-Local Service

Customer Profile

[1]	TV HH	74,642	75,388	76,142	76,904	77,673
[2]	Beginning Customers	—	—	—	—	—
[3]	Gross Adds	—	—	—	—	—
[4]	Disconnects	—	—	—	—	—
[5]	Ending Customers	—	—	—	—	—
[6]	Average Customers (2 pt avg)	—	—	—	—	—
[7]	Ending DIRECTV Market Share	—	—	—	—	—
[8]	Disconnect Rate	—	—	—	—	—
[9]	Average Gross Adds per Month	—	—	—	—	—
[10]	Gross Add Rate	—	—	—	—	—

Profit & Loss (\$k) - No LIL

Revenue:

[11]	Base Package Revenue	—	—	—	—	—
[12]	LIL Revenue	—	—	—	—	—
[13]	Total Revenue	—	—	—	—	—

Expenses:

[14]	Programming Costs	—	—	—	—	—
[15]	Bad Debt	—	—	—	—	—
[16]	Customer related	—	—	—	—	—
[17]	Total Direct costs	—	—	—	—	—
[18]	Total Direct Margin	—	—	—	—	—
[19]	Total Direct Margin %	—	—	—	—	—
[20]	SAC Costs - No LIL	—	—	—	—	—
[21]	Total Expenses:	—	—	—	—	—

[22]	Cash Based OPBDA	—	—	—	—	—
[23]	Cash Based OPBDA %	—	—	—	—	—